

To: Smith, Richard A.  
From: Campbell, Judy  
Edited: 1/28/98 10:37  
Subject: CTS PACK / CARTON PROMOTIONS - 2ND QTR

HI RICK,

ATTACHED ARE THE 1622 RESERVATION AND CTS ACCOUNTS AS IDENTIFIED 12/97.  
IN PLANNING FOR 2ND QTR CTS PROMOTIONS, PLEASE REVIEW YOUR LISTS AND OBTAIN INPUT AS REQUIRED  
FROM YOUR REPS TO ENSURE ACCURACY OF ACCOUNTS AS INCLUDED.

FORWARD ANY UPDATES / CHANGES TO MY ATTENTION NO LATER THAN 2/27/98.

THANKS FOR THE HELP.  
JUDY

*Copy (due to  
Email problems)*

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**DIVISION 1622****THIS LIST REPRESENTS RESERVATION CTS OUTLETS BASED ON DIVISION INPUT AS OF 12/97****DIVISION MANAGERS: REVIEW AND FORWARD TO APPROPRIATE SALES REP TO ENSURE ACCURACY OF LIST.****THESE ACCOUNTS WILL BE INCLUDED IN 2ND QTR 'CTS PROMOTIONS'.****INFORMATION MUST BE RETURNED TO J. CAMPBELL NO LATER THAN 2/27/98 FOR 2ND QUARTER '98 INCLUSION****PROMOTION INFO.**

SS/REP	RR/REP	SLS#	ACCOUNT NAME	ADDRESS	CITY	STATE	CHAIN ID	CHAIN NAME	SEC	VAP	WHLSE	VAR	WHLSE	NAME	VAP	SEL	BE	OT	RE	AYS
162201	162239	088363	AKWESAANE TOB SHOP	RACE PT RD & RT 37	ROOSEVELTOWN	NY		0	RS	177968	PETER DAY WHLSE IN	0		C						1
162201	162239	130277	AHNAWATE CORNER ST	RACQUETTE PT RD	ROOSEVELTOWN	NY		0	RS	177968	PETER DAY WHLSE IN	0		C						1
162201	162239	130278	BEARS DEN SMOKE SHO	ROUTE 37	HOGANSBURG	NY		0	RS	177968	PETER DAY WHLSE IN	0		C						1
162201	162239	130279	AKWESASNE FUEL	ROUTE 37	BOMBAY	NY		0	RS	177968	PETER DAY WHLSE IN	0		C						1
162201	162239	130280	OIONKWAONWE SMOKE	ROUTE 37	ROOSEVELTOWN	NY		0	RS	177968	PETER DAY WHLSE IN	0		C						1
162201	162239	288243	BORDERLINE GROCERY	ROUTE 37	BOMBAY	NY		0	RS	177968	PETER DAY WHLSE IN	0		C						1
162201	162323	492340	GANIENKEH	PO BOX 85	ALTONA	NY		0	RS	177968	PETER DAY WHLSE IN	0		C						1
162201	162239	496480	WOLF PACK GIFT	RT #37 BOX 121B	BOMBAY	NY		0	RS	177968	PETER DAY WHLSE IN	0		C						1
162201	162239	520885	G & G TOBACCO	RR & ROUTE 37	ROOSEVELTOWN	NY		0	RS	177968	PETER DAY WHLSE IN	0		C						1
162201	162280	522487	WILD BILL'S ONE STOP	ROUTE 37	HOGANSBURG	NY		0	RS	177968	PETER DAY WHLSE IN	0		C						1
162201	162239	539530	GRACE & ALLAN'S	RFD#1 BOX 137 RT 37	BOMBAY	NY		0	RS	177968	PETER DAY WHLSE IN	0		C						1
162201	162239	562598	KANIENKEHAKA GAS	ROUTE 37 BOX 919	HOGANSBURG	NY		0	RS	177968	PETER DAY WHLSE IN	0		C						1
162201	162239	596086	J.E.N. TOBACCO	BOX 134B ROUTE 37	BOMBAY	NY		0	RS	177968	PETER DAY WHLSE IN	0		C						1
162201	162280	715536	SPEEDWAY CONVENIEN	RT 37	HOGANSBURG	NY		0	RS	177968	PETER DAY WHLSE IN	0		C						1
162205	162230	477231	ONONDAGA NATION	DBA KEVIN BUCKTOOTH	NEDROW	NY		0	RS	26040	M ATTEA & SONS INC	0		C						1

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S/REP	R/REP	SIS	ACCOUNT NAME	ADDRESS	CITY	STATE	CHAIN ID	CHAIN NAME	SECURITY	SALES	VAR. HOUSE	VAR. DATE	VAR. SUPPLIER
162201	162239	088363	AKWESAANE TOB SHOP	RACE PT RD & RT 37	ROOSEVELTOWN	NY		0	RS	177968	PETER DAY WHLSE INC		0
162201	162239	130277	AHNAWATE CORNER ST	RACQUETTE PT RD	ROOSEVELTOWN	NY		0	RS	177968	PETER DAY WHLSE INC		0
162201	162239	130280	OIONKWAONWE SMOKE	ROUTE 37	ROOSEVELTOWN	NY		0	RS	177968	PETER DAY WHLSE INC		0
162201	162323	492340	GANIENKEH	PO BOX 85	ALTONA	NY		0	RS	177968	PETER DAY WHLSE INC		0
162201	162239	520885	G & G TOBACCO	RR & ROUTE 37	ROOSEVELTOWN	NY		0	RS	177968	PETER DAY WHLSE INC		0
162201	162280	522487	WILD BILL'S ONE STOP	ROUTE 37	HOGANSBURG	NY		0	RS	177968	PETER DAY WHLSE INC		0
162201	162239	539530	GRACE & ALLAN'S	RFD#1 BOX 137 RT 37	BOMBAY	NY		0	RS	177968	PETER DAY WHLSE INC		0
162201	162239	562598	KANIENKEHAKA GAS	ROUTE 37 BOX 919	HOGANSBURG	NY		0	RS	177968	PETER DAY WHLSE INC		0
162201	162239	596086	J.E.N. TOBACCO	BOX 134B ROUTE 37	BOMBAY	NY		0	RS	177968	PETER DAY WHLSE INC		0
162202	162239	171473	SHAMPINE'S TOBACCO/L	322 STATE ST	CARTHAGE	NY		0	CS	468800	NO COUNTRY CANDY&T		0
162202	162232	608027	DUNDEE'S NEWSTAND	39 WATER STREET	AUBURN	NY		0	CS	533288	JONES MCINTOSH INC		0
162202	162232	744019	CHAIN'S SMOKESHOP	76 OVID ST	SENECA FALLS	NY	2174 00 00	CHAIN'S SMOKESHOP	CS	533288	JONES MCINTOSH INC		6513
162204	162223	036889	CHOCONUT MARKET	RR 1 BOX 7692	FRIENDSVILLE	PA		0	BI	761406	KLEIN CANDY COMPANY		0
162204	162224	281946	B&R DISTRIBUTOR	65 BRIDGE ST	TUNKHANNOCK	PA		0	CS	761406	KLEIN CANDY COMPANY		0
162204	162228	310108	SHEDDEN'S	RT. 14	FASSETT	PA		0	BI	761406	KLEIN CANDY COMPANY		0
162204	162223	581942	SUSQUEHANNA BEVERA	SOUTH MAIN STREET	HALLSTEAD	PA		0	CS	94931	MID VALLEY CANDY		0
162204	162226	621026	DAHULICH DIST. INC.	DBA WOLCOTTS BEV&TOBACCO	ENDICOTT	NY		0	CS	278580	HERKIMER WHOLE. CO.		9023573
162204	162223	651111	FAMILY FARM	106 MAIN ST	SUSQUEHANNA	PA		0	BI	761406	KLEIN CANDY COMPANY		0
162204	162223	703602	OUT RIGHT SALES	RR 1 BOX 1025B	LITTLE MEADOWS	PA		0	BI	761406	KLEIN CANDY COMPANY		0

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STREP	REF	SIST	ACCOUNT NAME	ADDRESS	CITY	STATE	CHAIN#	CH	CH	CH	CH	CH	CH
162204	0	727918	DELAWARE RIVER FLY	HE 1	STARLIGHT	PA			0	BI	447000	MUTUAL WHOLESALE SE	0
162204	162228	764192	AL'S MIDSTATE MARKET	RR 3 BOX 61	GILLET	PA			0	BI	761406	KLEIN CANDY COMPANY	0
162204	162223	819485	ROBS COUNTRY MKT,IN	RT. 11 MT. VIEW PLAZA	GREAT BEND	PA			0	BI	761406	KLEIN CANDY COMPANY	937268
162204	162228	396574	DANDY MINI MART # 5	RR 1 BOX 63B	TOWANDA	PA	4127 01 00	DANDY MINI MART INC	CS	276331	FLEMING CO./ALTOONA	3275	
162204	162223	635914	SMOKIN JOES TOB SHOP	SR 171	SUSQUEHANNA	PA	0525 00 00	SMOKIN' JOES	CS	425810	MILLER DISTRIB. INC	0	
162204	162223	674333	SMOKIN JOES	270 W ROOSEVELT HWY	WAYMART	PA	0525 00 00	SMOKIN' JOES	CS	62131	MILLER DISTRIB. INC.	0	
162204	162228	676785	SMOKIN JOES TOB SHOP	300 N ELMIRA ST	SAYRE	PA	0525 00 00	SMOKIN' JOES	CS	62131	MILLER DISTRIB. INC.	0	
162204	162223	705046	SMOKIN JOES TOB SHOP	RR 1 BOX 1655	FRIENDSVILLE	PA	0525 00 00	SMOKIN' JOES	CS	62131	MILLER DISTRIB. INC.	0	
162206	162235	243850	GIL MERRILL ENT, INC	55 CENTRAL PLAZA	ILION	NY			0	CS	278580	HERKIMER WHOLE. CO.	9031345
162206	162235	474918	WEST SIDE DINER	607 VARICK ST	UTICA	NY			0	CS	278580	HERKIMER WHOLE. CO.	9065525
162206	162235	763572	TOTALLY TOBACCO	1706 ORISKANY ST W	UTICA	NY	3438 00 00	BULL BROS. INC.	CS	276331	FLEMING CO./ALTOONA	0	
162208	162220	060780	WYOMING VALLEY BEV 2	RT. 11	EDWARDSVILLE	PA			0	CS	761406	KLEIN CANDY COMPANY	0
162208	162221	091632	WEST END BEVERAGE	RT 209	GILBERT	PA			0	CS	761406	KLEIN CANDY COMPANY	0
162208	162220	185047	MATUS NEWS	39 E MAIN ST	PLYMOUTH	PA			0	CS	761406	KLEIN CANDY COMPANY	0
162208	162222	291931	PLAZA BEVERAGE, INC.	3 RACHAEL DR	PITTSTON	PA			0	CS	332400	KEYCO DIST. INC.	0
162208	162220	422035	PIKES CREEK BEVERAG	RR 3 BOX 141	HUNLOCK CREEK	PA			0	CS	761406	KLEIN CANDY COMPANY	0
162208	162222	456310	CHERRYS DISCOUNT	115 S MAIN ST	OLD FORGE	PA			0	CS	761406	KLEIN CANDY COMPANY	0
162208	162224	516457	LAUBACH, INC.	547 E 8TH ST	BERWICK	PA			0	CS	761406	KLEIN CANDY COMPANY	0
162208	162222	553220	WESTSIDE BEVERAGE	1712 WYOMING AVE	EXETER	PA			0	CS	761406	KLEIN CANDY COMPANY	0

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STORE	REP	SIS	ACCOUNT NAME	ADDRESS	CITY/STATE	STATE	CHAIN ID	CHAIN NAME	SEGV	VAP	VAP NAME	VAP SUPPLIER
162208	162220	621400	SMOKE SIGNALS	120 S RIVER ST	PLAINS	PA		0	CS	761406	KLEIN CANDY COMPANY	0
162208	162220	643077	DUNDEE BEVERAGE	2297 SANS SOUCI PKY	WILKES BARRE	PA		0	CS	332400	KEYCO DIST. INC.	0
162208	0	705051	PITTSTON CANDY	197 BROAD ST	PITTSTON	PA		0	CS	761406	KLEIN CANDY COMPANY	0
162208	162220	746242	BACK MOUNTAIN TBCO	ROUTE 309 415 PLAZA	DALLAS	PA		0	CS	94931	MID VALLEY CANDY	0
162208	162224	775325	DRIVE IN FOOD STORE	401 MILL ST	DANVILLE	PA		0	CS	761406	KLEIN CANDY COMPANY	0
162208	162221	776556	SIMCOE'S BEER DIST.	4630 LEHIGH DR	WALNUTPORT	PA		0	CS	761406	KLEIN CANDY COMPANY	0
162208	162222	776655	BIRNEY BEVERAGE	4957 BIRNEY AVENUE	MOOSIC	PA		0	CS	761406	KLEIN CANDY COMPANY	0
162208	162224	776727	RUMINSKIS GROC	825 S PROSPECT ST	NANTICOKE	PA		0	CS	332880	KEY STORES	0
162208	162222	776953	WYOMING VALLEY BEV	855 EXETER AVE	WEST PITTSTON	PA		0	CS	761406	KLEIN CANDY COMPANY	0
162208	162220	777228	BEER SUPER	223 SPRING ST	WILKES BARRE	PA		0	CS	332880	KEY STORES	0
162208	162222	777313	HARMONY BEVERAGE	ROUTE 940	BLAKESLEE	PA		0	CS	761406	KLEIN CANDY COMPANY	0
162209	162222	412784	MONTAGE TOBACCO	632 DAVIS ST	SCRANTON	PA		0	CS	94931	MID VALLEY CANDY	0
162209	162223	660922	DISCOUNT TOBACCO SH	1129 MAIN ST	PECKVILLE	PA		0	CS	761406	KLEIN CANDY COMPANY	0
162209	162221	748858	THE TOBACCO STOP	8 VILLAGE CTR	E STROUDSBURG	PA		0	CS	761406	KLEIN CANDY COMPANY	0
162209	0	759281	SCRANTON TOBACCO	219 W OLIVE ST	SCRANTON	PA		0	CS	761406	KLEIN CANDY COMPANY	0
162209	162222	771117	F&T TOBACCO CO.	40 POCONO BLVD	MOUNT POCONO	PA		0	CS	761406	KLEIN CANDY COMPANY	0
162209	162221	689353	SMOKIN JOES TOBACCO	EAGLE GLEN S/C	E STROUDSBURG	PA	0525 00 00	SMOKIN' JOES	CS	425810	MILLER DISTRIB. INC	0
162209	162223	469492	TOBACCO ROAD I INC	ALTIER PLAZA ROUTE 6	MAYFIELD	PA	4058 00 00	TOBACCO ROAD	CS	761406	KLEIN CANDY COMPANY	0
162209	162227	584016	TOBACCO ROAD II INC	BOX 3	HONESDALE	PA	4058 00 00	TOBACCO ROAD	CS	761406	KLEIN CANDY COMPANY	0

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S REP	R REP	SIS #	ACCOUNT NAME	ADDRESS	CITY	STATE	CHAIN ID	CHAIN NAME	SEG	VAP	WHL	WHL SR NAME	VAP SUPPLIER
162209	162222	646088	TOBACCO ROAD 111	RT 590	HAMLIN	PA	4058 00 00	TOBACCO ROAD	CS	761406		KLEIN CANDY COMPANY	0
162209	162222	687425	TOBACCO ROAD IV	ROUTE 940 MT POCONO PLAZA	MOUNT POCONO	PA	4058 00 00	TOBACCO ROAD	CS	761406		KLEIN CANDY COMPANY	0
162209	162221	739242	TOBACCO ROAD V	FOUNTAIN SPRING RT 611	TANNERSVILLE	PA	4058 00 00	TOBACCO ROAD	CS	761406		KLEIN CANDY COMPANY	0
162210	162227	130056	TOBI CORP.	6 DOLSON AVE	MIDDLETOWN	NY		0	CS	181760		EMPIRE CANDY & TOB.	8399
162210	162233	594068	CATSKILL DISCOUNT BV	190 MILL ST	LIBERTY	NY		0	CS	442680		MOUNTAIN CANDY & CIG	921114
162210	162227	641285	MIDDLETOWN BEER & S	263 ROUTE 211 E	MIDDLETOWN	NY		0	CS	181760		EMPIRE CANDY & TOB.	44755
162210	162227	654793	THE BEER STORE	77 PLEASANT STREET	MONTICELLO	NY		0	CS	181760		EMPIRE CANDY & TOB.	0
162210	162227	660303	POCONO CONVENIENCE	650 ROUTE 6 AND 209	MATAMORAS	PA		0	BI	761406		KLEIN CANDY COMPANY	0
162210	162233	751197	BEZ ENTERPRISES	DBA COOKS	SIDNEY	NY		0	CS	442680		MOUNTAIN CANDY & CIG	0
162210	162233	759634	SMOKERS CHOICE	ROUTE 23	ONEONTA	NY	2253 00 00	SMOKER'S CHOICE	CS	442680		MOUNTAIN CANDY & CIG	0
162210	162227	772268	SMOKER'S CHOICE 2	259 DUNNING RD	MIDDLETOWN	NY	2253 00 00	SMOKER'S CHOICE	CS	442680		MOUNTAIN CANDY & CIG	0
162210	162227	738953	TOBACCO ROAD VI	WESTFALL TOWN CENTER	MATAMORAS	PA	4058 00 00	TOBACCO ROAD	CS	761406		KLEIN CANDY COMPANY	0